

AUGUST 2018

inside



CALIFORNIA LANDSCAPE CONTRACTORS ASSOCIATION
EAST BAY CHAPTER

Scoop

TUESDAY, SEPTEMBER 18

SFBA Golf Tournament

Spring Valley Golf Course, 3441 Calvareras Rd., Milipitas.
Register online at <https://conta.cc/2AusqO0>.

THURSDAY, SEPTEMBER 20

Plant Talk: Stew Winchester

San Ramon. Details announced soon.

*On the cover: Contemporary Craftsmanship by Dynamic Designs
winner of the Sweepstakes Installation Award at the 2018 CLCA
East Bay Chapter Beautification Awards.*

TORO Enhances Workman® GTX Product Line

EFI technology provides maximum performance in a variety of weather conditions and altitudes

Toro announces an expansion of the versatile Workman® GTX line with the introduction of new electronic fuel injection (EFI) models and additional attachment options including new flatbed solid side kits, fold-down side kits and fold-down rear facing seats. The new options provide superintendents and grounds managers with more choices to build the perfect utility vehicle for each application.

The Toro Workman GTX EFI models feature a closed-loop EFI system, eliminating the choke for maximum performance and reliable starting. This system continually adjusts the engine calibration for changing weather conditions and altitude, as well as the quality, grade and type of fuel.

Unlike a carbureted or open-loop EFI system, which does not calibrate itself based on combustion feedback or adjust for fuel

quality and other factors, the new Workman GTX's closed-loop EFI system has an oxygen sensor that provides continuous feedback on quality of combustion. Because of this, the system always delivers the correct amount of fuel and continually checks itself to optimize performance — increasing efficiency for a lower total cost of ownership.

The Workman GTX line also features new attachments designed to help superintendents and grounds managers adapt to any task. The new flatbed solid side and fold-down side kits are designed to provide added flexibility for containing materials on a 6-foot flatbed. The solid side kit features a rear foldable tailgate with lanyards and durable steel sides, while the fold-down side kit allows the option for the flatbed to be used for large items when sides are not required. Each kit can be

installed on any existing GTX 6-foot flatbed with no modifications.

The Workman GTX is now also available with a fold-down rear-facing seat option, which provides seating for two additional passengers. It replaces the standard cargo bed and is compatible with both the standard and extended GTX models, converting them from a two or four-passenger configuration to a four or six-passenger configuration, respectively. When the vehicle is not needed for transportation, the seat folds down and doubles as a flatbed with rail sides to increase the productivity of the vehicle for other needs.

The new Workman GTX EFI model is now available in North America. To learn more, visit toro.com or contact a local Toro distributor.

CLCA MEMBER ADVANTAGE

LANDSCAPE DATA MANUAL

"Excavation, trenches and hole digging ... my favorite chapters!"

Now available — the new Landscape Data Manual 2018 edition!
"... An indispensable tool!"

clca.org/data-manual Order your copy now!

L.H. VOSS MATERIALS INC. Landscape Centers

Nyoka Corley

Territory Sales Manager

Email: nyoka.corley@gmail.com

Cell: 510.773.7063

MAIN OFFICE:
2445 Vista Del Monte
Concord CA 94520
FAX: 925.676.7976
Acct: 925.676.7910

AFFILIATED STORES:
Clarks U Save Rockery
Hayward 510.471.0755
San Leandro 510.357.5220

Mt. Diablo Landscape Ctr
Concord 925.687.2930
Pittsburg 925.778.3123
L.H. Voss Materials Inc.
Dublin 925.560.9920

DELTA BLUEGRASS CO.
40th

PIONEERS OF SUSTAINABLE TURF

Fred Hanker
(209) 471-7100
www.deltabluegrass.com

East Bay Chapter Member Standings

Congratulations to the following members for reaching membership milestones.

30+ Year Members

George Sunayama (1952)
 Joe Korematsu (1956)
 Roger Fiske (1962)
 Paul Schultz (1963)
 Ken Gerlack (1967)
 Lafayette Tree & LS (1967)
 Horizon (1970)
 Ewing Irrigation (1973)
 BrightView Tree Co. (1973)
 SiteOne Landscape Supply (1974)
 Professional LS Mngmt (1980)
 Delta Bluegrass Co. (1980)
 Landscape Care Co. (1985)
 LandPlan's LS Inc. (1982)
 Village Nurseries (1983)
 L.H. Voss Materials (1987)
 Eisenstaedt LS & Maint. (1987)
 P.J. McNamara (1987)
 Suma Landscaping Inc. (1988)
 Berndt Landscape (1988)
 Trimacs Maint. & LS Const, Inc. (1988)

28 Year Members

Diamond K Supply

27 Year Members

Cottage Landscaping & Southwest Greens

23 Year Members

Terracare Associates

19 Year Members

Sundance Landscaping Inc.

2 Year Members

MCE Corporation

1 Year Members

Jan Blosl, Horizon
 Dave Huber, SiteOne Landscape Supply

The East Bay Chapter Thanks Our 2018 Partners for Success

Gold - \$1500

- Four Dinner Tickets to the Beautification Awards Banquet and sponsorship of a prestigious Judges or Sweepstakes Award plaque.
- Four Tickets to the Baseball Event (includes tailgate party).
- Free Admission to All Dinner Meetings during the year.



Silver - \$1000

- Three Dinner Tickets to the Beautification Awards Banquet and Sponsorship of an Award plaque for one of the award categories.
- Three Tickets to the Baseball Event (includes tailgate party).
- Free Admission to Three Dinner Meetings of your choice during the year.



Bronze - \$750

- Two Dinner Tickets to Beautification Awards Banquet and Sponsorship of an Award plaque for one category.
- Two Tickets to the Baseball Event (includes tailgate party).
- Free Admission to Two Dinner Meetings of your choice during the year.



All Partners Receive

- Company Name recognition in the chapter's monthly newsletter, Inside Scoop and the mid-monthly electronic newsletter E-Scoop. Company event promotion in electronic newsletter, E-Scoop.
- Company Name recognition at every event, logo on table-tents or event fliers, Company logo on the chapter website and event announcements.

For information, or to become a sponsor, call Laura Leuer at (510) 207-4350.



CHARLES CATES

TERRITORY MANAGER SAN FRANCISCO & SOUTH BAY AREA

6901 BRADSHAW ROAD, SACRAMENTO, CA 95829

916-364-2945 / ccates@villagenurseries.com

www.villagenurseries.com

WHERE QUALITY GROWS....



Todd Gerrow
 (916) 216-2859
 tgerrow@agsod.com

12750 Guard Rd.
 Lodi CA 95242
 (800) 588-6882
 www.agsod.com

Growers of Quality Bluegrass, Fescue & Bermuda Sod



president's message

Make a Difference

Eric Santos, CLT, CLCA East Bay Chapter President

Often times, we get so caught up in our hectic work lives, that we forget that many other green industry professionals face the exact same struggles we are going through.

You are not alone in the daily business challenges we all face. Whether it's dealing with challenging employees, serving difficult customers, or meeting impossible deadlines, many of your fellow CLCA Members are either in the same boat or have been in your shoes. Regardless of the problem or challenge, one possible form of relief is through the support of your local CLCA Chapter.

In late July, we had our annual A's vs. Giants game which was graciously hosted by Ewing Irrigation. The East Bay Chapter would like to thank the Ewing team for putting on a great event and for giving Chapter Members an opportunity to catch up, have a beer, and blow off some steam.

Aside from catching great networking events, another benefit our members can take advantage of is the use of the California Employers Association HR Hotline. The hotline can provide a wealth of information, and they really do offer great advice for difficult employee situations.

If you have conquered HR challenges and simply have something that you feel

needs to be addressed in our industry, becoming active in our local CLCA Chapter is a great way to get the ball rolling.

One of the biggest benefits of being a chapter president is being part of the Chapter Presidents Council or CPC. All CLCA chapter presidents from around the state meet once a quarter to discuss industry and chapter happenings at CPC meetings. Our CPC leaders then take feedback from CPC meetings and forward that feedback onto our State Board.

The path to becoming a chapter president starts with attending a chapter board meeting and then later volunteering to become a board member. All CLCA members are welcome to join our board meetings, which generally take place the first Thursday of the month, right before our chapter event.

Board meetings typically start off with a President's Report followed by a review of past meeting minutes. From there, we move onto a Treasurers Report, a Membership Report, and a discussion on events. This may sound like some pretty dry stuff, but we often find ourselves moving into interesting discussions about daily business challenges.

Our former chapter president and

current State Membership Director, Peter Rosen, once told me that the best part of chapter meetings are the side topic discussions that take place after the meeting.

The East Bay Chapter Board is always looking for ways to better serve our chapter members. For me personally immigration reform has been a huge challenge for my business. Having an immigration attorney speak to our chapter earlier this year really helped me understand the different types of work visas and employee rights.

Efficient irrigation practices are also something I am very passionate about. Last month fellow chapter member Loren McIrvin facilitated this year's Bay Area Landscape Water Conference in Alameda. One of the parts I enjoyed the most was listening to Loren's take a ways after each session.

Regardless of what you are passionate about, CLCA membership provides plenty of opportunities to share those passions. For those who have attended chapter events and have simply stood on the sidelines I encourage you to get involved and make a difference. And remember...No single one of us is as strong as all of us together!

I hope you will take the opportunity to participate in CLCA's annual convention November 7-10 in San Diego. They have planned a number of important educational sessions. This is also a great opportunity to meet and learn from members from other parts of the state. See page 7 for details.



**LANDSCAPE CONTRACTORS
INSURANCE SERVICES, INC.**
Member owned. Service focused.

1835 N. Fine Ave.
Fresno, CA 93727

GIL GONZALEZ
SR. ACCOUNT EXECUTIVE,
NORTHERN CALIFORNIA

ggonzalez@lcisinc.com
www.lcisinc.com

P (800) 628-8735
C (510) 928-7141
F (800) 440-2378

CALIC # 0755806

Specialized Insurance & Business Services for Members of the Green Industry



Imperial
SPRINKLER SUPPLY

A FULL SERVICE LANDSCAPE AND IRRIGATION SUPPLIER

Paul Wong
SALES REPRESENTATIVE
925.518.6331 cell
paulw@imperialsprinkler.com

Raul Gutierrez
Branch Manager - Concord Branch
1260 A Diamond Way
Concord, Ca CA 94520
925.771.8165 tel • 925.771.8170 fax

SE HABLA ESPAÑOL

www.imperialsprinklersupply.com



Heat Warning!

Proactively Protect Workers to Avoid Cal/OSHA Citation

As temperatures soar this summer, Cal/OSHA safety inspectors will be blanketing California to ensure that job sites are complying with “high heat” procedures to protect outdoor workers.

Review the information and regulation links in the text below to be sure you are up to date on compliance requirements.

In addition to the basic steps outlined by California’s heat regulations for employers with outdoor workers, Cal/OSHA warns that heat above 95 degrees Fahrenheit requires additional precautions.

Among other measures, it is crucial that workers are actively monitored for early signs of heat illness. This helps ensure sick employees receive treatment immediately and that the symptoms do not develop into serious illness or death.

“During heat waves and whenever temperatures reach or exceed 95 degrees, employers must take additional steps to monitor workers for signs and symptoms of heat illness,” said Cal/OSHA Chief Juliann Sum. “Water, rest and shade can protect workers from the heat.”

California’s heat regulation requires

employers to protect outdoor workers by taking these basic steps:

- Train all employees and supervisors about heat illness prevention.
- Provide enough fresh water so that each employee can drink at least 1 quart, or four 8-ounce glasses, of water per hour, and encourage them to do so.
- Provide access to shade and encourage employees to take a cool-down rest in the shade for at least 5 minutes. They should not wait until they feel sick to cool down.
- Ensure that emergency medical services can and will be summoned when an employee feels sick or exhibits signs of heat illness, such as nausea, exhaustion or mental confusion.
- Develop and implement written procedures for complying with the Cal/OSHA Heat Illness Prevention Standard.

Online information on the heat illness prevention requirements and training materials can be obtained at Cal/OSHA’s Heat Illness web page at <https://www.dir.ca.gov/DOSH/HeatIllnessInfo.html>

Upcoming Events

AUGUST 15

Trophy Awards applications due. Visit clca.org/trophyawards/application.pdf or contact Manager Micheyl Barnett at trophyawards@clca.org or (916) 830-2780.

SEPTEMBER 18

CLCA SFBA Golf Tournament. Spring Valley Golf Course, 3441 Calvareras Rd., Milipitas. Register online at <https://conta.cc/2AusqO0>.

SEPTEMBER 20

Plant Talk with Stew Winchester in San Ramon. Details announced soon.

OCTOBER 6

Landscape Certified Technician Hands-on test. All day. Buckeye Ranch, Petaluma. Registration Deadline: Sept. 4. Register today at <http://bit.ly/2BJDZgo>.

OCTOBER 11

General Membership Meeting and 811 event. Save the date.

NOVEMBER 7-10

CLCA Annual Convention. San Diego Hilton on Mission Bay in San Diego. clca.org/convention

Sponsor spotlight StopWaste

The foundation of StopWaste began in 1976 with the founding of the Alameda County Waste Management Authority. In 1990, Alameda County voters overwhelmingly approved the Measure D ballot initiative that created the Alameda County Source Reduction and Recycling Board. At that time, only 14 percent of discarded materials were diverted from the county’s landfills.

Alameda County now has one of the largest food scrap recycling programs in the country. Plant debris is banned from landfills, and construction and demolition debris accounts for only 12 percent of the county’s waste stream, down from 21 percent in 2010.

StopWaste helps Alameda County’s businesses, residents and schools waste less, recycle more and use water, energy and other resources efficiently. They are a public agency governed by the Alameda County Waste Management Authority, the Alameda County Source Reduction and Recycling Board, and the Energy Council.

StopWaste works to help people make better decisions everyday about the products they buy, the resources they use, and the stuff they throw away. The Agency’s Strategic Plan, adopted in 2010, includes an ambitious goal that by 2020, less than 10 percent of landfill-bound material in Alameda County will be readily recyclable or compostable.

For more information visit their website at stopwaste.org.



CLCA East Bay Chapter Address

3130 Balfour Rd., Ste. D #215
Brentwood, CA 94513
www.clcaeastbay.org

2018 East Bay Chapter Board of Directors

IMMEDIATE PAST PRESIDENT

ROXY WOLOSENKO (925) 300-3948
Roxy Designs roxy@roxydesigns.net

PRESIDENT

ERIC SANTOS (925) 924-8900
Brightview eric.santos@brightview.com

PRESIDENT-ELECT

OPEN POSITION

SECRETARY

LEEANNA SCHOEDER
Rubicon Landscape

TREASURER

MARTIN CLEARY
Cleary Brothers

DIRECTOR-MEMBERSHIP

LANCE PERRY (925) 683-6013
CLCA Insurance Solutions
lance.perry@arm-i.com

DIRECTOR-EVENTS

OPEN POSITION

ASSOC. MEMBER REPRESENTATIVE

SPONSORSHIP CHAIR

PAUL WONG
Imperial Sprinkler Supply

EXECUTIVE ADMINISTRATOR

LAURA LEUER (510) 207-4350
lleuer@comcast.net fax (866) 260-8869

NEWSLETTER PRODUCTION

JERRIE BEARD (530) 621-1701
Jerrrie Beard & Associates
jsb@beardassociates.com

East Bay Chapter Monthly Board Meetings

Board meetings are held on the 1st Thursday of the month at 4:00 p.m. (some exceptions). Check the calendar for locations.

The CLCA East Bay Chapter newsletter is published monthly. Copy and advertising deadlines are the 10th of the month preceding publication. Materials may be mailed to: Jerrrie Beard & Associates, PO Box 7, Pollock Pines, CA 95726. Or email to: jsb@beardassociates.com. For information on advertising and rates, contact Jerrrie Beard at (530) 621-1701.

CLCA State Headquarters

1491 River Park Drive, Ste. 100
Sacramento CA 95815-8899
(916) 830-2780 • (800) 448-2522
(916) 830-2788 Fax
email: hq@clca.org

2018 CLCA State Executive Board

Visit <http://bit.ly/1LE7p27>.

Past CLCA State Presidents from the East Bay Chapter

1996	John Redmond Jr.
1986	Roger D. Fiske
1978	Joe Tanouye

East Bay Past Chapter Presidents

Past chapter presidents who are still members of the East Bay chapter.

2017	Roxy Wolosenko
2016	Calvin Craig
2014-15	Peter Rosen
2012-13	Tim Hendricks
2011	DeeAnn Schuttish
2009-10	Nate Siliin
2007-08	Barry Minor
2006	Gregory Wrenn, Rick Martens, CLT
2005	Dennis Brewer
2003-04	Rick Martens, CLT
2000-02	Gregory Wrenn
1999	Rob Solomon CLT, CLP
1997-98	Dave Wolkenhauer, CLT
1996	Diane McNally
1995	Dan Berger, CLT
1994	Craig Hutchinson
1993	Steve Schlitt
1992	Matt Schiller
1991	Robert Battinich
1990	John Redmond
1989	Jim Kwiat
1988	Thomas Raeth
1986-87	John Nishizawa
1985	Thomas A. Adan
1984	David Burnley
1983	Don Young
1982	David Gutru
1981	Joe Tanouye
1979-80	J. Warren Thurston
1979	Peter Rumore
1978	Pat Nichols
1977	Joe Korematsu
1976	Chuck Rich

East Bay Chapter Life Members

Congratulations and Thank You to the following CLCA East Bay Chapter Members for their continued support for over 25 years.

Roger Fiske	Ken Gerlack
Jeffrey Jones	Joe Korematsu
George Sunayama	Jack Rydman
Thomas Raeth	

CLCA East Bay Chapter Contractor's Honor Code

The CLCA East Bay Chapter exists to support Contractor's AND their employees. To successfully meet this objective, and encourage the involvement of all levels of the landscape industry, the Board of Directors is committed to supporting the following Contractor's Honor Code:

The solicitation, recruitment of, or attempt to hire another Contractor's employees while attending any CLCA function is strictly prohibited.

Summer Blooming Perennials

Kate Karam, courtesy of Monrovia

Right about July the garden is bursting at the seams with loads of flowers and lush growth, but it's also the time when many plants are pretty needy. Feed me. Water me. Weed me. Mulch me. How about a few that just do their thing without much input from you.

May Night Sage Zone: 4 – 9

Showy perennial is excellent for mixed borders, flower beds and patio containers. Thrives where summer nights remain cool. Up to 2' tall and wide. Full sun.

Wink Maiden Pink Zone: 3 – 9

Fragrant flowers on an excellent rock garden plant, border edging, or groundcover. Drought tolerant when established. Up to 1' tall and wide. Full sun.

Becky Shasta Daisy Zone: 4 – 9

Excellent in sunny borders and in containers for patio or landscape accents. Foliage reaches 1' tall, 2' wide; flowers reach up to 3' tall. Full sun.

Vision in Pink Astilbe Zone: 4 – 8

The Visions series tolerates drier soils than other Astilbes (all of which are pretty unfussy to start with). Up to 2' tall and wide. Full shade to partial sun.

Candy Store® Bubblegum Pink™ Phlox Zone: 4 – 9

This series tolerates drier soils once established. Compact, hardy, and disease resistant. Up to 2' tall and wide. Full sun.

Baby Pete™ Lily of the Nile Zone: 8 – 11

Rarely sets seed pods, resulting in a longer bloom period. Splendid along pathways, or in groupings and mixed containers. Blooms up to 24 inches tall. Partial to full sun.

Red Butterflies Milkweed Zone: 8 – 11

This easy care, well-behaved plant needs little attention and provides wonderful color. Tolerates poor, unimproved soils. Up to 3' tall, 2' wide. Full sun.

Skyracer Purple Moor Grass Zone: 4 – 8

Spikes of tiny purplish flowers rise above the foliage clumps, nearly shimmering when back-lit by the sun. Up to 8' tall, 4' wide. Partial to full sun.

Aphrodite Rose Of Sharon Zone: 5 – 9

Produces little to no seed, which means an abundance of nearly continuous flowers over a long bloom season. Up to 10' tall, 6' wide. Partial to full sun.

Tropicanna® Canna Zone: 7 – 11

Adaptable when established; tolerates wet, poorly drained soils. Upright stalks reach 5' tall, forming clumps to 4' wide. Full sun.

Make Plans to Attend the CLCA 2018 Annual Convention

Cool breezes and a sunny outlook are on the agenda for CLCA's Annual Convention November 7-10 in San Diego. Plan to join us at the Recognition Luncheon as we honor our green industry leaders, and prepare to be amazed by the "the best of the best" in California landscaping at the Trophy Awards Dinner and Ceremony.

With fires raging throughout California, homeowners are increasingly turning to green industry professionals for help. Landscape Designer Renee French will talk you through the design, plant selection and maintenance steps needed to increase property value and provide homeowners with peace of mind. In addition to addressing the ins and outs of firescaping, she'll also address another hot topic: Petscaping -- beautiful landscapes that make special consideration for pets.

When it comes to peace of mind, Cal/OSHA may be the last thing you want to think about. Our second speaker, Dan Leiner, an Area Manager for Cal/OSHA's Consultation Services Branch, will quickly change that opinion and help you avoid being burned by Cal/OSHA regulations.

In the afternoon, we'll tour Coastal Roots Farm and learn how they cultivate healthy, connected communities by integrating sustainable agriculture, food justice and ancient Jewish wisdom. Our last stop will be a guided tour of the U.S.S. Midway, the longest-serving aircraft carrier in the 20th century.

Added Bonus: Plan to attend a special all-day, straight-to-the-point workshop on November 7 that will give you the knowledge you need to compete, profit and prosper in today's challenging market!

Associate Member/LEAF Golf Tournament

Don't miss the Golf Tournament on Saturday, November 10, at Riverwalk Golf Club. Proceeds benefit LEAF scholarships

This course boasts mature stands of palm, oak and eucalyptus trees framing undulating fairways and manicured greens with numerous wetland areas, nearly 100 bunkers and an array of picturesque water features creating both strategic diversity and a visually stunning backdrop for golf.

Host Hotel

Book your room! Call the Hilton San Diego Resort & Spa at (877) 313-6645. Use group code: CLCA18

The Hilton San Diego Resort & Spa sits on 4,600-acre Mission Bay, the largest aquatic park in North America. The resort features miles of paths for biking, jogging and walking, and areas for jet skiing, water skiing, swimming, paddle boarding and kayaking.

Hotel room prices are \$189 for single or double room. The hotel is a 15-minute drive from San Diego International Airport.



An advertisement for CLCA Insurance Solutions. On the left is a photograph of a squirrel sitting on a rock. On the right, the text "CLCA MEMBER ADVANTAGE" is in a green box. Below it, "Custom-fit, pocket-friendly programs." is in green. A list of benefits includes "Great Value", "Customized Coverage", and "Dedicated 24/7 Service". The CLCA Insurance Solutions logo is at the bottom right, along with the phone number (855) 667-2522, email clca.insurance@arm-i.com, license #0172721, and website insureclca.com. The California Landscape Contractors Association logo is at the bottom left.

~KURAPIA~

NEW

DROUGHT TOLERANT GROUNDCOVER SOD

- A drought alternative changing the industry
- No need to sacrifice lawns to save water on landscape
- Grows low to the ground rarely exceeding 1"
- Dark green year round, and if left unmowed produces small white flowers May-November

WEST COAST TURF

Ask us about other water saving turfgrasses, too!

westcoastturf.com
888/893-8873

Your success. Our heritage.

- **Grower and broker since 1869**
- **Serving landscape professionals**
- **For one plant to an entire installation**
- **Delivery right to your job site**
- **Subscribe to our email Newsletter**

Pacific Nurseries

www.pacificnurseries.com | 650.755.2330

VR VISION RECYCLING

Transforming Local Organics

- Quality Mulch, Wood Chips and Compost
- Disposal solutions for green waste and clean wood
- Convenient locations in Newark, Livermore and Benicia

Vision Recycling accepts clean wood and yard trimmings on a per yard basis at all of its locations. The material is transformed into garden supply products for landscape applications. We deliver anywhere in the bay area.

Now with a new location in **BENICIA** serving the North Bay region. Call us to find out more!

510. 429. 1300
www.visionrecycling.com